

NIIT Technologies Limited
Quarterly Consolidated Income Statement



June 30, 2012

Particulars	INR Mn.				
	Q1FY13	Q4FY12	QoQ%	Q1FY12	YoY%
Gross Revenues	4,696	4,435	5.9%	3,288	42.8%
Direct Cost	3,047	2,824	7.9%	2,015	51.2%
Gross Profit	1,649	1,611	2.3%	1,273	29.6%
GM%	35.1%	36.3%	-121 Bps	38.7%	-359 Bps
Selling / General And Administration	898	867	3.7%	664	35.2%
SG&A to Revenue %	19.1%	19.5%	-41 Bps	20.2%	-108 Bps
Operating Profit	751	745	0.8%	608	23.4%
OM%	16.0%	16.8%	-80 Bps	18.5%	-252 Bps
Depreciation and Amortization	126	111	13.8%	78	61.5%
Other Income (net)	210	(46)	-552.3%	39	438.1%
Profit Before Tax	835	588	42.0%	569	46.6%
PBT %	17.8%	13.2%	452 Bps	17.3%	46 Bps
Provision for Tax	246	111	122.1%	151	62.5%
Minority Interest	13	15	-9.7%	6	110.6%
Profit After Tax (after Minority Int.)	575	462	24.5%	412	39.7%
PAT%	12.3%	10.4%	183 Bps	12.5%	-27 Bps
EPS - INR					
Basic	9.60	7.76	23.7%	6.95	38.2%

NIIT Technologies Limited
Consolidated Balance Sheet

June 30, 2012



INR Mn.

Particulars	As at June 30 2012	As at Mar 31 2012	As at June 30 2011	Particulars	As at June 30 2012	As at Mar 31 2012	As at June 30 2011
Equity	599	596	593	Net Block	4,428	4,231	3,380
Reserves & Surplus	9,199	8,505	7,316	Capital Work in Progress	24	2	138
NET Worth	9,798	9,101	7,909	Current Assets			
Borrowings	422	506	119	Cash and Cash Equivalent	2,669	2,871	1,946
Minority Interest	136	123	49	Debtors	4,118	3,492	2,721
				Other Current Assets	2,670	2,459	2,312
				Current Liabilities	(3,815)	(3,533)	(2,556)
				Defferred Tax Assets	263	207	136
	10,357	9,730	8,078		10,357	9,730	8,078

June 30, 2012



Revenue Growth - Reported

INR Mn.	Q1 FY 13	Q4 FY 12	Q1 FY 12
Revenue	4,696	4,435	3,288
QoQ % Growth	5.9%	2.4%	4.1%
Hedge Gain/(Loss)	(119.0)	(56.6)	11.0

Vertical Split

INR Mn.	Q1 FY 13	Q4 FY 12	Q1 FY 12
Banking and Financial Services	13%	13%	16%
Insurance	21%	21%	25%
Transport	40%	39%	35%
Manufacturing	7%	6%	8%
Government	8%	7%	5%
Others	11%	14%	11%

Practice Split

%	Q1 FY 13	Q4 FY 12	Q1 FY 12
Application Development & Management	61%	61%	62%
IP Assets	12%	11%	15%
Managed Services	12%	13%	13%
SI & PI **	9%	9%	7%
Business Process Outsourcing	6%	6%	4%

Geography

INR Mn.	Q1 FY 13	Q4 FY 12	Q1 FY 12
Americas	36%	37%	37%
EMEA	39%	37%	37%
Asia Pacific	13%	13%	15%
India	12%	13%	11%

Revenue Mix

%	Q1 FY 13	Q4 FY 12	Q1 FY 12
ONSITE	62%	63%	61%
OFFSHORE	38%	37%	39%
Total	100%	100%	100%

Order Book

\$ Million	Q1 FY 13	Q4 FY 12	Q1 FY 12
Fresh Order Intake	83	92	86
USA	25	35	14
EMEA	30	17	47
ROW	28	40	25
Executable Order Book over Next 12 Months	240	243	200

Client Data

No.	Q1 FY 13	Q4 FY 12	Q1 FY 12
Repeat Business %	91%	82%	91%
New client Addition:			
USA	2	2	2
EMEA	1	-	2
APAC	-	1	2
India	2	1	1
Total	5	4	7

** System Integration and Package Implementation

NIIT Technologies Limited
Financial and Operational Metrics

June 30, 2012



DAYS	Q1 FY 13	Q4 FY 12	Q1 FY 12
DSO	84	81	78

Revenue Concentration

%	Q1 FY 13	Q4 FY 12	Q1 FY 12
Top 5	30%	30%	33%
Top 10	43%	43%	47%

Client Size

Nos	Q1 FY 13	Q4 FY 12	Q1 FY 12
Between 1 to 5 Million	49	46	37
Between 5 to 10 Million	7	8	4
Above 10 Millin	8	7	7
	64	61	48

People Numbers (By Role)

IT Services Nos	Q1 FY 13	Q4 FY 12	Q1 FY 12
Billable Personnel			
Onsite	1,634	1,592	1,262
Offshore	5,150	5,113	4,446
Total	6,784	6,705	5,708
Sales and Marketing (Excl GIS)	143	146	143
Sales and Marketing (GIS)	47	47	50
Others	470	464	364
Grand Total	7,444	7,362	6,265

Utilization/Attrition (Excl BPO)

%	Q1 FY 13	Q4 FY 12	Q1 FY 12
Utilization	79%	79%	80%
Attrition Rate	12.4%	12.1%	15.8%

Rupee Dollar Rate

	Q1 FY 13	Q4 FY 12	Q1 FY 12
Period Closing Rate	55.63	50.87	44.60
Period Average Rate	53.53	50.17	44.59

Revenue by Project type

%	Q1 FY 13	Q4 FY 12	Q1 FY 12
FPP	41%	41%	37%
T&M	59%	59%	63%

Shareholding Pattern

%	Q1 FY 13	Q4 FY 12	Q1 FY 12
FIIs	23%	23.95%	23%
Promoters Holding	39%	39%	39%
MFs/ FIs and Banks	14%	13%	10%
NRIs/ OCBs	1%	1%	1%
Others	23%	23%	27%